

Promoting
Growth
While
Maintaining
The Assets

Amherst
INDUSTRIAL DEVELOPMENT AGENCY



The Amherst Industrial Development Agency is a non-profit, public benefit corporation that was formed as a state agency in 1973. The primary purpose of the agency is to create regional employment growth through the attraction,

Organization

expansion, and retention of companies within the Town of Amherst. ^{2a} Since its creation, the Amherst Industrial Development Agency has assisted over **600 companies**, representing over **\$500 million** in capital investment. In addition, this investment has been responsible for the creation and retention of over **27 thousand** total jobs and town, school, and county taxes of over **\$31 million**.

and Purpose

^{2a} The agency has a variety of programs available and works closely with other state and county organizations to ensure the continued growth and vitality of the business community. This diversity extends to the agency's board members who serve, uncompensated, in their positions, dedicated to representing the interests of the Amherst community and the Western New York Region.

THE BOARD MEMBERS



*"Economic development
is essential to
Western New York's future."*

Chairman

HENRY E. KEMPTON, *President*, Amherst Benefits Group

Vice Chairman

JOHN P. DELUCA, *Retired*, Norstar Bank

Treasurer

EDWARD F. STACHURA, *Project Manager*, DeLuw Cather & Co.

PAUL A. QUEBRAL, *Real Estate Director*, Reid Petroleum

BARBARA J. BATCHEN, *VP/Manager*, Marine Midland Bank

DR. WALTER N. KUNZ, *Dean*, SUNY at Buffalo

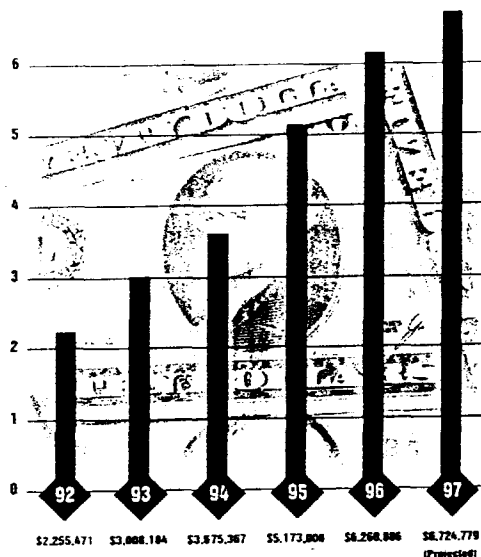
FREDERICK A. VILONEN, *Owner/Operator*, Ben Brook Farms

Legal Counsel

WILLIAM M. MURRAY, Esq.

Town Board Liaison

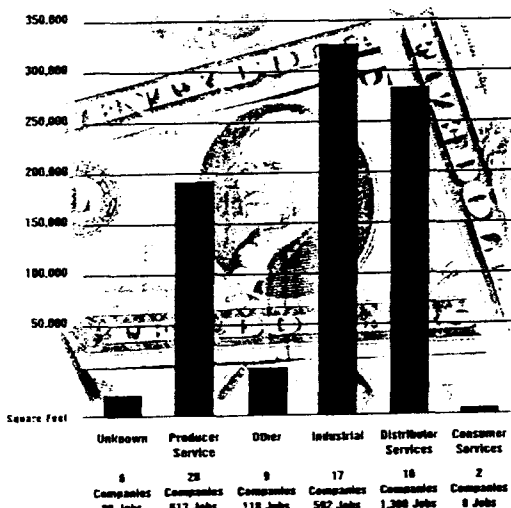
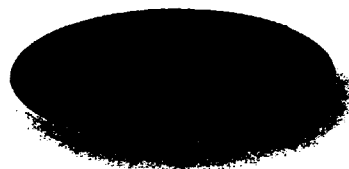
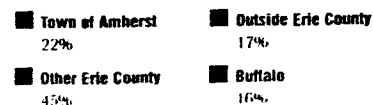
JANE S. WOODWARD, Councilmember



Tax Revenues Generated
Since 1979, \$31,000,000 of tax revenue has been generated in payments in lieu of taxes (PILOTS).

Employment Breakdown

More than 75% of the created workforce lives outside Amherst



Expansion Plans

Over 75 companies are planning expansions of over 855,000 square feet and 2,700 jobs.

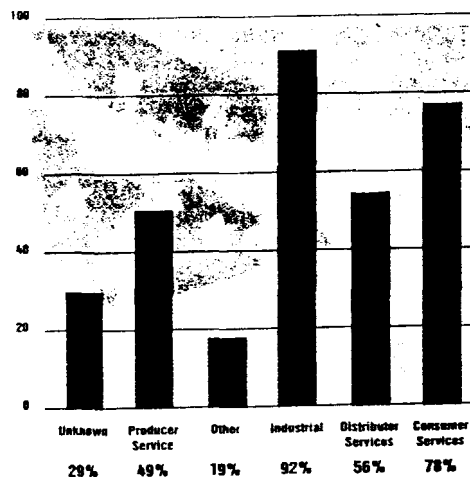
The primary objective of the Amherst Industrial Development Agency has remained strategic in nature. Aggressively promoting quality economic growth while maintaining the assets of the Buffalo-Niagara region. Quality economic

The Impact of

growth has a multiplier effect within geographic regions. The multiplier effect of economic development from Amherst has had and will continue to have a positive effect for the region. Job creation and retention has increased the region's county, town, and school tax revenues, as over **75%** of the created workforce resides outside Amherst. In tandem with the Town of Amherst's

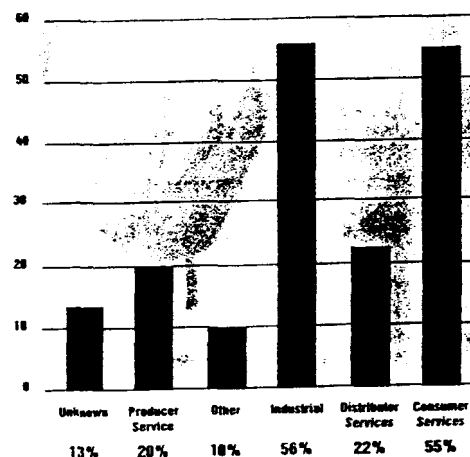
Development

Master Plans, the agency has sought to encourage economic expansion and development for the region's overall benefit. In the last five years alone agency projects have generated over **\$20 million** in total tax revenue. 80 (47%) of the projects completed by the AIDA now pay the full equivalent in taxes. Next year the number of projects paying full taxes rises to 98 (58%).



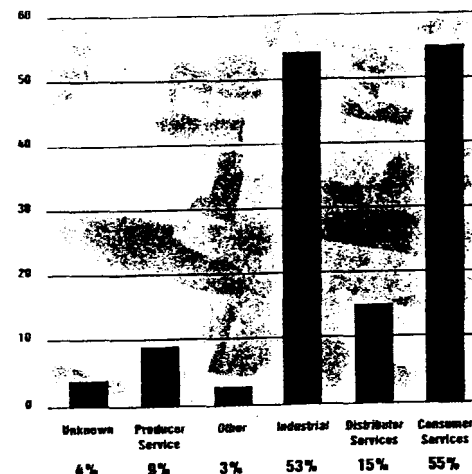
Domestic Export Information by SIC Code

Over 275 companies (47%) export
outside New York State but within
the United States.



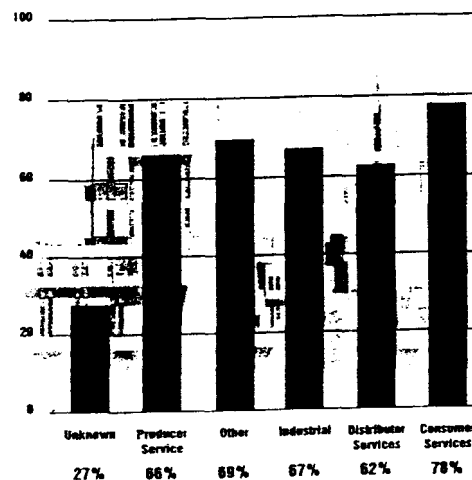
Canadian Export Information by SIC Code

More than 125 companies (22%)
export to Canada.



Foreign Export Information by SIC Code

110 companies (14%) export to
Foreign Nations



University Linkage

More than 350 companies (61%)
have linkages with the
State University of NY at Buffalo.



With eighteen business parks covering over 1,300 acres, Amherst offers a diversity of locations and infrastructure to match the most defined corporate needs.

From office, research and development, and medical, to light manufacturing

We've put the

and distribution – Amherst's sites provide corporate locations for expanded regional economic growth. ■ Four new parks are currently under their first phases of development. **Bryant Woods Office Park** is located adjacent to the State University of New York at Buffalo on 40 wooded acres. **Crosspointe** is an expansive 172-acre project situated in the Northeast quadrant of the town. ■ **Northpointe** is positioned

Future in site

adjacent to the highly successful Audubon Industrial Park. And **College Park**, located near the new Buffalo-Niagara International Airport, has projects currently under construction. ■ The diversity of Amherst's business parks and the Industrial Development Agency's aggressive approach to regional development combine to provide an enhanced economy and future.



130 John Muir Drive

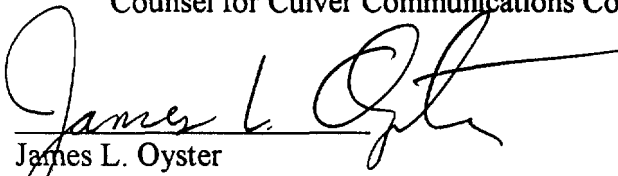
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CERTIFICATE OF SERVICE

James L. Oyster hereby certifies that he has sent a copy of the foregoing by first class U.S. mail, postage prepaid, or by hand delivery, on or before the 12th day of May, 1997, to the following:

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Counsel for Culver Communications Corporation


James L. Oyster